

How to Use the Lawns & Grounds, Equipment, Parts and Services Statewide Contract

Contract #: FAC71 Contract Duration: 09/01/2012 to 08/31/14

MMARS #: FAC71* Options to renew: No options available

Contract Manager: Betty Fernandez - 617-720-3133 Betty.Fernandez@state.ma.us

This contract contains **Small Business Purchasing Program (SBPP), Supplier Diversity Office (SDO) Contractors and Environmentally Preferable Products (EPP) Equipment**

Last change date: 9/21/12


Contract Summary

This contract covers a large variety of Lawns and Grounds Equipment, Parts and Services which are available from a broad selection of authorized dealers representing various manufacturers. There are eleven (11) categories available:

Cat #	Category Name
1	Tractor up to 50HP-100HP
2	Tractor Accessories
3	Lawnmowers
4	Lawnmower Accessories
5	Utility vehicles, Golf Carts and Related Accessories
6	2 Cycle/4 Cycle Power Equipment
7	Snow Blowers and Related Accessories
8	Replacement Small Engines
9	Roto-tillers/wood chippers/stump grinders/specialty power equipment
10	Skid steer loaders and accessories
11	Utility trailers and related accessories (Must include trailer light package, which consists of license brackets and lights for public roads).

The Equipment included in this contract has been identified in eleven (11) categories and includes but is not limited to in general terms, utility tractors, attachments for utility tractors, lawn mowers (walk behinds, riders, tractors, commercial front mowers and slope mowers), walk behind snow throwers, hand held two cycle equipment (chain saws, brush saws, trimmers, edgers, leaf blowers and similar equipment, replacement engines, shredder/chippers, roto-tillers and repair parts and services.

Benefits and Cost Savings

- The statewide contract covers a broad array of equipment, parts & services available through various authorized dealers of listed manufacturers.
- **Competitive Pricing** – The Strategic Sourcing Services Team (SSST) has awarded the contract to those contractors who provided the most competitive pricing and/or discounts for the manufacturers being offered. Additional discounts are available, such as prompt pay discount, volume and or dock delivery discounts. Please reference the vendor list below for those contractors that offer prompt pay discount and for volume and dock delivery discount please reference “Contractors Award Information 2012-2014” located under the “Vendor” tab of Comm-PASS (www.comm-pass.com).
- **Selection of EPP Equipment** – The contract provides equipment that represents environmentally preferable products wherever possible. Such Equipment may use alternative fuel (e.g. compressed natural gas), offer an opportunity for reduced fuel usage, or provide other environmental benefits. Contractors that offer EPP equipment are identified in the Vendor list with the EPP  symbol.

Who Can Use This Contract?

Applicable Procurement Law: MGL c. 7, § 22; c. 30, § 51, § 52; 801 CMR 21.00

Eligible Entities:

01. Cities, towns, districts, counties and other political subdivisions
02. Executive, Legislative and Judicial Branches, including all Departments and elected offices therein;
03. Independent public authorities, commissions and quasi-public agencies
04. Local public libraries, public school districts and charter schools;
05. Public Hospitals, owned by the Commonwealth;
06. Public institutions of high education
07. Public purchasing cooperatives;
08. Non-profit, UFR-certified organizations that are doing business with the Commonwealth;
09. Other states and territories with no prior approval by the State Purchasing Agent required; and
10. Other entities when designated in writing by the State Purchasing Agent.

Pricing and Purchase Options

Purchase Options: Purchases made through this contract will be direct, outright purchases.

Pricing and buying details: All contract pricing and/or discounts listed MUST remain firm through 8/31/14 for all listed contractors. Contractors’ awarded pricing is for specific equipment based on the standard equipment model; pricing may vary if a user department is requesting equipment that is not standard equipment identified in the contractor’s award.

Quotes: Departments may solicit at least three (3) quotes from contractors listed to determine which contractor can provide the best value for the equipment being purchased. All that is required is that departments contact the three (3) contractors for quotes; you are not required to receive responses from all three (3) contacted contractors.

Returned Goods Policy - Contract users must not accept the delivery of any product that is visibly damaged. Product must be inspected upon receipt of delivery. If a product fails inspection by the receiving facility, the product must be rejected and the contractor(s) must replace the product immediately at no additional expense to the facility.

Additional Information

All equipment provided under the statewide contract will be new and unused. Factory seconds or remanufactured equipment will not be accepted unless specifically identified by the user department. All products provided by the awarded contractor must meet all federal, state and local standards for quality and safety requirements.

Products Standards: Products provided by contractors MUST be commercial grade and meet all Federal, State and local standards for quality and safety requirements. Products not meeting these standards will be deemed unacceptable and will be returned to the contractor at no charge to the Commonwealth.

All applicable products provided by contractors under the terms of the contract MUST bear Material Safety and Data Sheet (MSDS) and label as required by law.

Delivery: All equipment pricing includes FOB delivery to ordering facility. Delivery MUST be made as agreed upon by the ordering department. No request for extra delivery costs will be honored. All equipment must be delivered assembled, serviced, oiled and ready for immediate use, unless otherwise requested by the purchasing department. Liability for product delivery remains with the contractor until properly delivered and signed for in accordance with the purchasing department and the Commonwealth Terms & Conditions.

Fuel surcharge provisions: Contractors cannot charge any additional fuel surcharges on any order received from eligible entities under this statewide contract. Department will NOT be required to pay any addition fuel surcharges upon receipt of contractors invoicing.

Operating manuals: Operating manuals MUST be provided by the contractor for all equipment purchased under this contract.

Loaner Equipment: If the time for warranty or service repairs exceeds the specified time, the contractors shall provide equivalent loaner equipment upon request by the customer. Loaner equipment shall be provided at no cost, including shipment to the customer's location and return of loaner equipment to the contractor.

Ordering: No order is valid until the contractor receives a Department authorized Purchase Order Number.

Warranty- Warranties are based on commercial use minimum of one (1) year commercial use warranty

Trade-Ins - Trade-ins are authorized under this contract provided that the entities involved have adhered to their state surplus property guidelines for turn-in or disposal of the equipment. Entities must refer to their state surplus agencies for further guidance on the proper procedures for their guidelines.

Contractors that have agreed to accept trade-ins must negotiate in good faith with the eligible entity trade in value at the time of trade in. Contractors MUST accept Lawns and Grounds Equipment, etc. trade-ins that are an **equal** of the product being purchased **ONLY**.

Adding/Removing Products.

The SSST reserves the right to add products on an as needed basis despite their initial exclusion. Contractors must obtain authorization from OSD in order to add a product to the contract award. The products should comply with the specifications and scope/description established in the original Request for Response (RFR) and the contractor must supply all supporting information and research available to the SSST for consideration. A written recommendation may also be submitted to the SSST from an eligible contract user requesting that specific brands and/or manufacturers' products be added to the contract.

Recalls - In the event of a manufacturer's recall, contractors will be responsible for contacting those user departments that are affected by the recall and the contractor will be responsible for providing and replacing any defective parts of the manufacturer at no additional cost to the Commonwealth.

Cancellations - User department(s) and/or contractor(s) must provide, at a minimum, at least 48 hours cancellation notice of any equipment being purchased under the awarded contract.

Full Performance Specifications and Requirements

The "Performance and Specification Requirements" provides detailed specifications and performance requirements that each contractor must comply with under this statewide contract. Please reference this document to ensure compliance when obtaining equipment, parts or services from contractors. These specifications are located under the "Forms & Terms" tab of Comm-PASS (www.comm-pass.com).

Contract Counties















Contractors have designated the counties in which they will provide service under the statewide contract. Please refer to the Vendor list below for service areas. The list of counties is available under the "Forms & Terms" tab of Comm-PASS (www.comm-pass.com).
















Vendor List and Contract information

















The available contractors are listed below. Please refer to the “Vendor” tab of Comm-PASS (www.comm-pass.com) at the bottom of the vendor detail page for “Contractors Award Information 2012-2014” pricing attachment.



















Supplier involvement in any of the following programs will have the appropriate icon appear beneath the column heading. Programs include Small Business Purchasing Program (SBPP), Supply Diversity Office Certification (SDO, Formerly SOMWBA Certification), Supplier Diversity Program (SDP, Formerly AMP), Environmentally Preferable Products Program (EPP), and Prompt Pay Discount PPD).

Contractor	Comments	SBPP	SDO	SDP	EPP	PPD
146 SUPPLY CENTER INC Contact: Tom Benedetti, Jr. Phone: 508-865-3800 or 508 865 6500 Email: JD146MA@AOL.COM tomb@146supply.com Website: www.146supplycenter.com Prompt Pay Discount: 1%-10 days	Service Area: All Counties Awarded Categories: 1 thru 11 Equipment/parts/services					
Ahearn Equipment Inc. Contact: Donna Ahearn Phone: 508-885-7085x101 Email: dahearn@ahearnequipment.com or statebid@ahearnequipment.com Website: www.ahearnequipment.com Prompt Pay Discount: 1%-10 days, 15 days	Service Area: All Counties Awarded Categories-1 thru 11 Equipment/parts/services					
Bacher Corporation Contact: James Viggiano, President Phone: 860-627-5924 Email: bacher3945@sbcglobal.net Website: www.bachercorporation.com Prompt Pay Discount: 1%-10 days	Service Area: Berkshire, Essex, Franklin, Hampden, Hampshire, Middlesex Counties Awarded categories: 1 thru 11 Equipment/parts/services					
Bacon's Equipment Contact: Paul or Shirley Bacon Phone: 413-268-3620 Email: sbacon8665@aol.com Prompt Pay Discount: 1/2%-10 days	Service Areas: Berkshire, Franklin, Hampton, Hampshire Counties Awarded Categories: 1,2,3,5,6 Equipment/parts/services					
Bobcat of Boston, Inc. Contact: Steve Arsenault, CFO Phone: 978-664-3727 Email: steve@bobcatboston.com Website: www.bobcatboston.com Prompt Pay Discount: 2%-10 days	Service Area: All counties Awarded categories: 1,2,5,6,10,11 Equipment/parts/services					
C & J Equipment, Inc Contact: Charles Hannoosh Phone: 978-658-2022 Email: channoosh@cjequip.com Website: www.cjequip.com Prompt Pay Discount: 2%-10 days, 1%-20 days	Service Area: All counties Awarded categories: 1 thru 11 Equipment/parts/services					

<u>Contractor</u>	<u>Comments</u>	<u>SBPP</u>	<u>SDO</u>	<u>SDP</u>	<u>EPP</u>	<u>PPD</u>
Cason's Equipment Contact: Thomas Cason, Phone: 978-459-6852 Email: lcason@casonsequipment.com Website: www.CasonsEquipment.com Prompt Pay Discount: 2%-10 days, 1%-15 days, .5%-20 days	Service Area: Essex, Middlesex, Suffolk, Worcester Counties Awarded Categories: 1 thru 9 Equipment/parts/services					
CN Wood Company Contact: Tom Fiore Phone: 781-935-1919 Email: TFiore@cn-wood.com Website: www.cn-wood.com Prompt Pay Discount: 1.5%-10 days, 1%-15 days, .75%-20 days, .50%-30 days	Service Area: All Counties Awarded Categories: 1,2,4,7 Equipment/parts/services					
CNH America, LLC Contact: Amy Swett Phone: 717-355-1686 or 717 355 4724 Email: amy.swett@newholland.com Website: www.cnh.com Prompt Pay Discount: 1/2%-10 days	Service Area: All Counties Awarded Categories: 1,2,3,4,5,10 Equipment/parts/services					
Coastal Equipment Rentals, Inc Contact: Michael Kelleher, Sales Manager Phone: 508-737-8512 Email: sales@coastalequip.com Website: http://www.coastalequip.com Prompt Pay Discount: 4%-10 days, 3%-15 days, 2%-20 days, 1%-30 days	Service Area: Barnstable, Dukes, Nantucket, Plymouth Counties Awarded Categories: 1,3,4,5,6,7,9,11 Equipment/parts/services					
Country Club Enterprises, LLC Contact: Kathy Wilkinson, Territory Manager Phone: 781-572-1968 Email: kwilkinson@ccegolfcars.com Website: www.ccegolfcars.com Prompt Pay Discount: 1%-10 days, 1/2%-15 days	Service Area: All Counties Awarded Category: 5 Equipment/parts/services					
IBC Offshore, Inc. Contact: Amy Lincoln Phone: 781-294-8132 Email: ibcoffshore@verizon.net Website: www.ibcoffshoreus.com Prompt Pay Discount: 2%-10 days, 1%-15 days	Service Area: Berkshire, Hampton, Norfolk, Plymouth, Suffolk, Worcester Counties Awarded Category: 11 Equipment/parts/services					

Contractor	Comments	SBPP	SDO	SDP	EPP	PPD
Irrigation Pipe Lighting & Equipment Contact: Salvatore Bellone Phone: 508-820-4444 Email: sal.bellone@iplandequipment.com Website: www.iplandequipment.com Prompt Pay Discount: 2%-10 days, 1%-15 days, .50%-20 days, .25%-30 days	Service Area: Norfolk, Essex, Middlesex, Suffolk, Worcester Counties Awarded Categories: 1,3,4,5,6,7,9 Equipment/parts/services					
John Deere Company Contact: Becki Shadmani Phone: 800-358-5010 option 2 Email: gnsbids@johndeere.com Website: www.deere.com/en_US/govsales/index	Service Area: All Counties Awarded Categories: 1,2,3,4,5,7,9 Equipment only					
John Deere Construction Retail Sales, Div. of JDSS Contact: Debra Loding Phone: 309 765 0295 Email: LodingDebra@JohnDeere.com	Service Area: All Counties Awarded Category: 10 Equipment/parts/services					
KPM Exceptional LLC Contact: David Dollard Phone: 973-584-5400x121 Email: david@kpmedi.com Prompt Pay Discount: 1%-10 days, 1/2% 30 days	Service Area: All Counties Awarded Categories: 3,4,9 Equipment only - Prompt Pay					
KREW Contact: Robert Kraus Phone: 413-568-0255 Email: krew1085@yahoo.com Website: www.slopecare.com Prompt Pay Discount: 1%-10 days	Service Area: All Counties Awarded Category 3 Equipment/Parts/Services					
Leahy Equipment, Inc. Contact: William Leahy Phone: 413-536-8901 Email: leahyequipment@charter.net Website: www.leahyequipment.com Prompt Pay Discount: .5%-10 days	Service Area: All Counties Awarded Categories: 1,2,3,5,6,9 Equipment/parts/service					
Moffett Turf Equipment Inc Contact: Benjamin Mancuso, Vice President Phone: 585-334-0100x1128 Email: bmancuso@moffettturf.com Website: www.moffettturf.com Prompt Pay Discount: .25%-10 days, 15 days	Service Area: All Counties Awarded Categories: 1 thru 7,9,10 Equipment/parts/services					

<u>Contractor</u>	<u>Comments</u>	<u>SBPP</u>	<u>SDO</u>	<u>SDP</u>	<u>EPP</u>	<u>PPD</u>
Morgan Power Equipment Inc. Contact: Chris Murphy Phone: 781-293-9361 Email: chris@morganpower.com Website: WWW.MORGANPOWER.COM Prompt Pay Discount: .001%-10 days	Service Area: All Counties Awarded Categories 1,3,4,6,7,8,9 Equipment/parts/services					
New England Golf Cars Contact: Scott Cookson Phone: 508-336-4285 Email: negc40@aol.com Website: www.newenglandgolfcars.com Prompt Pay Discount: 1%-10,15,20,30 days	Service Areas: Barnstable, Duke, Essex, Hampton, Plymouth, Suffolk, Worcester Counties Awarded Category: 5 Equipment/parts/services					
New England Lawn & Golf Contact: John Lenhart, Owner Phone: 781-749-7219 Email: jlenhart@gmail.com Website: www.newenglandlawnandgolf.com Prompt Pay Discount: 3%-10 days, 2%-15 days, 1%-20 days	Service Area: All Counties Awarded Categories: 4,5,9 Equipment only					
Norfolk Power Equipment Contact: Carolyn Coulter Phone: 508-384-0011x22 Email: carolync@norfolkpower.com Website: www.norfolkpower.com Prompt Pay Discount: .25%-10 days	Service Area: All Counties Awarded Categories: 1 thru 11 Equipment/parts/services					
Northeast Tractor LLC Contact: Daniel Gardner, President Phone: 508-384-3317 Email: northeasttractor@comcast.net Website: www.northeasttractor.com Prompt Pay Discount: 3%-10 days, 2%-15 days, 1%-20 days	Service Area: All Counties Awarded Categories: 1 thru 4, 6 thru 11 Equipment/parts/services					
Padula Bros., Inc. Contact: Brian Stevens Phone: 978-537-3356 Email: bryanm@padbros.com Website: www.padulabrothers.com Prompt Pay Discount: 2%-10 days, 1%-15 days	Service Area: Barnstable, Duke, Essex, Franklin, Middlesex, Nantucket Counties Awarded Categories: 1,2,3,4,5,7 Equipment/parts/services					

<u>Contractor</u>	<u>Comments</u>	<u>SBPP</u>	<u>SDO</u>	<u>SDP</u>	<u>EPP</u>	<u>PPD</u>
Richey & Clapper, Inc Contact: Rebecca Devine Phone: 978-443-1333 Email: Rebecca.devine@richeyandclapper.com Website: www.richeyandclapper.com Prompt Pay Discount: .5%-10 days, .25% - 15 days	Service Area: All Counties Awarded Categories: 3,4,6,7,8,9,10,11 Equipment/parts/services					
Shelter Tree, Inc. Contact: Shelter Inc., George Mellick Phone: 508-699-6550x6 Email: gmellick@sheltertree.com Prompt Pay Discount: 2%-10 days	Service Area: All Counties Awarded Category: 9 Equipment/parts/services					
Southworth Milton, Inc Contact: Dennis Head, Government Sales Phone: 508-981 4653 Email: dennis_head@miltoncat.com Website: www.miltoncat.com Prompt Pay Discount: : 2%-10 days, 1%-15,20,30 days	Service Area: All Counties Awarded Categories: 1,2,10,11 Equipment/parts/services					
Stewart's Power Equipment, Inc. Contact: Kaitlyn Joyce Phone: 781-767-3544 Email: kait@stewartspower.com Website: www.stewartspower.com Prompt Pay Discount: .5%-10 days	Service Area: Essex, Middlesex, Norfolk, Plymouth, Suffolk Counties Awarded Categories: 3,6,7 Equipment/parts/services					
Tri County Contractors Supply, Inc. Contact: Robert Clark, Jr Phone: 413-733-5189 ext. 4 Email: rclarkjr@tricountycontractors.com Prompt Pay Discount: 2%-10 days, 1%-15 days	Service Area: All Counties Awarded Categories: 1 thru 7,9,10,11 Equipment/parts/services					
Turf Products Corporation Contact: John Ferry Phone: 800-243-4355 Email: jferry@turfproductscorp.com Prompt Pay Discount: .5%-10 days	Service Area: All Counties Awarded Categories: 2,3,4,5,7,9 Equipment/parts/services					

Strategic Sourcing Services Team Members

Dave O'Neill	Dept. of Conservation & Recreation
Donald Staffiere	Dept. of Correction
John Billera	Bureau of State Office Buildings
Joseph Suppa	Dept. of Conservation & Recreation
Ken Urato	Dept. of Transportation
Roy Collins	Dept. of Transportation

Summary of Where to Obtain Important Contract Information

To obtain in depth contract information please go to the Comm-PASS (www.comm-pass.com) website, click on "Contracts" then search by document number FAC71 to locate the following contract information:

Contract User Guide	"Forms & Terms" tab
List of Counties	"Forms & Terms" Tab
Performance Specifications & Requirements	"Forms & Terms" Tab
Contractors Award Information 2012-2014 pricing	"Vendor" tab—bottom of vendor details